

ATTACHMENT B – PRICING

It is expected that bidders are experts in the industry and are able to understand and identify the overall demands, needs, and associated costs utilizing the facility specific and other information that has been provided by ODOC. This attachment provides an outline of the pricing structure for the solicitation and resulting contract. By responding to the solicitation, bidders agree to the pricing terms outlined below, and in Attachment B2 and Attachment B3.

BASE SOLUTIONS (Mandatory): The following solutions are to be provided as part of the bidder's base proposal/offer:

- inmate phones
- video visitation
- email messaging
- trust account deposit services
- inmate self-service applications
- inmate educational and informational content - For the purpose of the base proposal/offer, inmate educational and informational content shall mean inmate access to pre-loaded content via self-service kiosks, such as offender handbooks, facility specific information, educational resources, etc. For the purposes of completing Attachment B2, Inmate Educational and Informational Content is included on the Inmate Self-Service Application Tab. Bidders may also propose other types of inmate educational solutions as part of Value Added

SCOPE/SCALE OF THE BASE SOLUTIONS: The awarded contractor will be required to provide a sufficient number of correctional grade kiosk or kiosk-like units to ensure availability and access to the inmate population while minimizing operational and security concerns. The solutions provided by the contractor shall be designed to easily accommodate supplementary needs and changes (additional applications, equipment, etc.) resulting from future changes in population, facilities, or DOC rules and workflows. Proposals submitted by all bidders should consider and include all costs associated with these requirements.

PROJECT COSTS: The expectation is that all requirements and activities associated with the implementation and ongoing delivery of the base solutions will be at no cost to ODOC. However, if a bidder chooses to propose cost to ODOC in conjunction with the implementation or delivery of an individual base solution or the overall project, Attachment B2 and/or Attachment B3, as applicable, shall be used to propose these costs. Project costs DO NOT include:

- Costs associated with value added items
- Rates and fees charged to inmates and/or family and friends for transaction or account related services
- Access fees payable to ODOC by Contractor

RATES/CHARGES AND FEES: Rates/charges and fees are payable to the contractor by inmates and/or family and friends for transaction or account related services. Bidders' rates, fees, and charges associated with the base solutions are to be proposed using Attachment B2. Taxes and other fees mandated by governmental or quasi-governmental authorities will be pass through only and should not be included on Attachment B2. Rates/charges and fees proposed by bidders shall comply with any applicable state or

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federal regulatory limits and shall remain the same throughout the entire agreement period. Any rate or fee changes required by a state or federal regulatory authority during the term of the agreement shall entitle the parties to amend the contract to incorporate the required changes. During performance of the contract, no other fees besides those described above and proposed on Attachment B2 shall be allowed.

SITE ACCESS FEE: An annual site access fee is payable to ODOC by the contractor in equal monthly installments for access to the site and authorization to deliver the package of base solutions to the inmate population. The amount of the annual fee has been pre-determined as indicated below. Bidders must indicate their acceptance of the Site Access Fee requirement by initialing below.

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| Site Access Fee for Years 1 – 5: <u>\$ 3,500,000/year</u> | <u>Bidder's Initials/Acceptance</u> _____ |
| Site Access Fee for Years 6-10: <u>\$ 3,750,000/year</u> | _____ |

VALUE ADDED SOLUTIONS (Preferred): The other solutions that were listed in the solicitation (staff education and informational content, and security, intelligence, and investigative systems and devices), as well as, any other additional or optional services that the bidder believes would benefit ODOC, are to be included in bidder's response as Value Added in accordance with and as indicated in Section D.2.2.5 and Attachment G. At a minimum, ODOC would like to see Value Added proposals offering solutions that aid in eliminating or reducing contraband cell phones and solutions that enhance data extraction, tracking, and analysis and, intelligence and investigative abilities. All costs associated with a bidder's proposed Value Added solutions shall be indicated on Attachment G.